



Wayne Smith Trucking Selects ORBCOMM's Logistics Tracking and Monitoring Solution for Trailer Fleet

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Improves trailer utilization, dwell times and security for optimal fleet management

ROCHELLE PARK, N.J.--(BUSINESS WIRE)--Dec. 14, 2017-- ORBCOMM Inc. (Nasdaq: ORBC), a global provider of Machine-to-Machine (M2M) and Internet of Things (IoT) solutions, today announced that it has been selected by Wayne Smith Trucking to provide an industry-leading logistics [tracking and monitoring solution](#) for their trailer fleet. ORBCOMM's end-to-end solution will provide wireless connectivity through its proprietary hardware and a web-based reporting platform for optimal [fleet management](#).

A large Southern transportation company based in Morrilton, AR, Wayne Smith Trucking specializes in hauling paper products and dry goods for its customers throughout the lower 48 states. Wayne Smith Trucking is using ORBCOMM's end-to-end [telematics system](#), which is self-powered with solar recharging technology and does not require external power, to track and monitor its dry van trailers while en route or in terminals. The device's ruggedized, sealed and waterproof solar panel provides continuous power to rechargeable batteries, offering reliable service without maintenance or battery changes for the typical life of the asset. The complete ORBCOMM solution installs easily in less than 10 minutes, optimizing Wayne Smith Trucking's installation resources and costs and minimizing trailer downtime.

ORBCOMM's solution includes a robust [web application](#) with data reporting and analytics capabilities to increase visibility and security of Wayne Smith Trucking's trailers while reducing dwell time, maintenance costs and unauthorized use. By knowing the precise trailer count at each location at all times, Wayne Smith Trucking significantly improves asset utilization and operational efficiency by saving their drivers' time and fuel looking for empty trailers. ORBCOMM's telematics solution also integrates with the [McLeod LoadMaster™](#) dispatch software platform, enabling Wayne Smith Trucking to capture asset data every 15 minutes, including operational condition, start/stop reports, scheduled maintenance, GPS position and geofencing, through one comprehensive system.

"Wayne Smith Trucking is a great customer win for our transportation business, demonstrating the increasing demand for our solar-powered trailer tracking and monitoring solution among leaders in the dry van market," said Marc Eisenberg, ORBCOMM's Chief Executive Officer. "ORBCOMM's solution enables Wayne Smith Trucking to reduce dwell times and improve their tractor-to-trailer ratio to ensure maximum trailer utilization and a strong return on their investment in our advanced IoT technology."

"The low-profile and quick and easy installation of ORBCOMM's telematics solution were key differentiators in our decision to move forward, and we are extremely pleased with the seamless deployment and our ability to power up the units remotely through ORBCOMM's mobile application," said Neil Corder, President of Wayne Smith Trucking, Inc. "We are already seeing significant benefits in many areas of our business by using ORBCOMM's solution, which has enabled us to take the guesswork out of our trailer count at each location and always know exactly where our trailers are and how and when they are being utilized."

Wayne Smith Trucking expects to complete deployment of ORBCOMM's solution in the first quarter of 2018.

About ORBCOMM Inc.

ORBCOMM (Nasdaq: ORBC) is a global leader and innovator in the industrial Internet of Things, providing solutions that connect businesses to their assets to deliver increased visibility and operational efficiency. The company offers a broad set of asset monitoring and control solutions, including seamless satellite and cellular connectivity, unique hardware and powerful applications, all backed by end-to-end customer support, from installation to deployment to customer care. ORBCOMM has a diverse customer base including premier OEMs, solutions customers and channel partners spanning transportation, supply chain, warehousing and inventory, heavy equipment, maritime, natural resources, and government. For more information, visit www.orbcomm.com.

Forward-Looking Statements

Certain statements discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally relate to our plans, objectives and expectations for future events and include statements about our expectations, beliefs, plans, objectives, intentions, assumptions and other statements that are not historical facts. Such forward-looking statements, including those concerning the Company's expectations, are subject to known and unknown risks and uncertainties, which could cause actual results to differ materially from the results, projected, expected or implied by the forward-looking statements, some of which are beyond the Company's control, that may cause the Company's actual results, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. In addition, specific consideration should be given to various factors described in Part I, Item 1A. "Risk Factors" and Part II, Item 7. "Management's Discussion and Analysis of Financial Condition and Results of Operations," and elsewhere in our Annual Report on Form 10-K, and other documents, on file with the Securities and Exchange Commission. The Company undertakes no obligation to publicly revise any forward-looking statements or cautionary factors, except as required by law.

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